

CALL COUNT - SALES ONLY

FOR MONTH ENDING 11/24/95

NOVEMBER

FOR ACTUAL MONTH ENDING 11/24/95

JOBS SELECTED: REPS 1/11/ASR

DIVISION	EMPLOYEE	CALLS MADE			SALES	RETAIL
		RETAIL	DIRECT	INDIRECT		
	1221 JERSEY CITY DIVISION TOTALS	597	2	1	600	61
	1222 YONKERS DIVISION TOTALS	1252	12	18	1282	1090
	1223 NASSAU DIVISION TOTALS	1084	7	26	1117	916
	1224 MANHATTAN DIVISION TOTALS	1141	6	1	1148	0
	1225 BROOKLYN DIVISION TOTALS	1059	5	1	1065	0
	1226 NORTH JERSEY DIVISION TOTALS	1165	29	4	1198	1074
	1229 QUEENS DIVISION TOTALS	1101	1	1	1103	906
	12 NEW YORK METRO REGION TOTALS	7399	62	52	7513	4047

ACTIVITY SUMMARIES REPORTS

FOR MONTH ENDING 11/24/95

FOR ACTUAL MONTH ENDING 11/24/95

ALL SALES RETAIL----- CALLS MADE -----
RETAIL DIRECT INDIRECT

DIVISION

EMPLOYEE

1221 JERSEY CITY DIVISION TOTALS	657	2	2
1222 YONKERS DIVISION TOTALS	2330	21	21
1223 NASSAU DIVISION TOTALS	1999	7	27
1224 MANHATTAN DIVISION TOTALS	1141	6	1
1225 BROOKLYN DIVISION TOTALS	1059	5	1
1226 NORTH JERSEY DIVISION TOTALS	2233	30	9
1229 QUEENS DIVISION TOTALS	2002	2	5
1230 CENTRAL JERSEY DIVISION TOTALS	0	0	0
1240 NEW JERSEY CHAIN DIVISION TOTALS	0	0	0
1244 NEW YORK CHAIN DIVISION TOTALS	0	0	0
12 NEW YORK METRO REGION TOTALS	11421	73	66

51847 2907

NUMBER OF MERCH / ACCT MKT PER REGION AND PER DIVISION BY CLASSIFICATION 1
20:05 Thursday, November 30, 1995

----- TYPE=D -----

REGION 12

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	92	77	0	15	0	0
PM MASTERS	1198	1137	0	61	0	0
TOTAL	1290	1214	0	76	0	0

51847 2908

----- TYPE=D -----

DIVISION 1221

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	23	16	0	7	0	0
PM MASTERS	238	220	0	18	0	0
TOTAL	261	236	0	25	0	0

51847 2909

----- TYPE=D -----

DIVISION 1222

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	14	12	0	2	0	0
PM MASTERS	133	129	0	4	0	0
TOTAL	147	141	0	6	0	0

51847 2910

----- TYPE=D -----

DIVISION 1223

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	28	24	0	4	0	0
PM MASTERS	141	126	0	15	0	0
TOTAL	169	150	0	19	0	0

51847 2911

----- TYPE=D -----

DIVISION 1224

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	10	10	0	0	0	0
PM MASTERS	307	293	0	14	0	0
TOTAL	317	303	0	14	0	0

51847 2912

----- TYPE=D -----

DIVISION 1225

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	2	2	0	0	0	0
PM MASTERS	82	82	0	0	0	0
TOTAL	84	84	0	0	0	0

51847 2913

----- TYPE=D -----

DIVISION 1226

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	10	8	0	2	0	0
PM MASTERS	135	125	0	10	0	0
TOTAL	145	133	0	12	0	0

51847 2914

----- TYPE=D -----

DIVISION 1229

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
PM EXCLUSIVE	5	5	0	0	0	0
PM MASTERS	162	162	0	0	0	0
TOTAL	167	167	0	0	0	0

51847 2915

----- TYPE=PACKAGE -----

REGION 12

MERCH / ACCT MKT	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
1 RJR FP DISPLAY	14	14	0	0	0	0
2 RJR FP DISPLAYS	40	40	0	0	0	0
TOTAL	54	54	0	0	0	0

51847 2916

----- TYPE=PACKAGE -----

DIVISION 1221

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
1 RJR FP DISPLAY	3	3	0	0	0	0
2 RJR FP DISPLAYS	19	19	0	0	0	0
TOTAL	22	22	0	0	0	0

51847 2917

----- TYPE=PACKAGE -----

DIVISION 1222

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
2 RJR FP DISPLAYS	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0

51847 2918

----- TYPE=PACKAGE -----

DIVISION 1223

	TOTAL	CLASSIFICATION				
		A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
1 RJR FP DISPLAY	2	2	0	0	0	0
2 RJR FP DISPLAYS	6	6	0	0	0	0
TOTAL	8	8	0	0	0	0

51847 2919

----- TYPE=PACKAGE -----

DIVISION 1224

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
1 RJR FP DISPLAY	6	6	0	0	0	0
2 RJR FP DISPLAYS	15	15	0	0	0	0
TOTAL	21	21	0	0	0	0

51847 2920

----- TYPE=PACKAGE -----

DIVISION 1225

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
1 RJR FP DISPLAY	3	3	0	0	0	0
2 RJR FP DISPLAYS	0	0	0	0	0	0
TOTAL	3	3	0	0	0	0

51847 2921

----- TYPE=PACKAGE -----

DIVISION 1226

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
2 RJR FP DISPLAYS	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0

51847 2922

NUMBER OF MERCH / ACCT MKT PER REGION AND PER DIVISION BY CLASSIFICATION 18

20:05 Thursday, November 30, 1995

----- TYPE=PACKAGE -----

DIVISION 1229

	CLASSIFICATION					
	TOTAL	A	B	C	K	OTHER
	UNITS	UNITS	UNITS	UNITS	UNITS	UNITS
MERCH / ACCT MKT						
2 RJR FP DISPLAYS	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0

51847 2923

----- TYPE=Q -----

REGION 12

	TOTAL	CLASSIFICATION	
		A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	957	920	37
LOR PERM DISP	780	758	22
TOTAL	1737	1678	59

51847 2924

----- TYPE=Q -----

DIVISION 1221

	TOTAL	CLASSIFICATION	
		A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	94	90	4
LOR PERM DISP	83	83	0
TOTAL	177	173	4

51847 2925

----- TYPE=Q -----

DIVISION 1222

	TOTAL	CLASSIFICATION	
		A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	123	120	3
LOR PERM DISP	100	99	1
TOTAL	223	219	4

51847 2926

----- TYPE=Q -----

DIVISION 1223

	TOTAL	CLASSIFICATION	
		A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	101	89	12
LOR PERM DISP	102	90	12
TOTAL	203	179	24

51847 2927

----- TYPE=Q -----

DIVISION 1224

	TOTAL	CLASSIFICATION	
		A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	266	250	16
LOR PERM DISP	126	119	7
TOTAL	392	369	23

51847 2928

----- TYPE=Q -----

DIVISION 1225

	CLASSIFICATION	
	TOTAL	A
	UNITS	UNITS
MERCH / ACCT MKT		
BW PERFORM PLUS	95	95
LOR PERM DISP	96	96
TOTAL	191	191

51847 2929

----- TYPE=Q -----

DIVISION 1226

	CLASSIFICATION		
	TOTAL	A	C
	UNITS	UNITS	UNITS
MERCH / ACCT MKT			
BW PERFORM PLUS	99	97	2
LOR PERM DISP	104	102	2
TOTAL	203	199	4

51847 2930

----- TYPE=Q -----

DIVISION 1229

	CLASSIF- ICATION	
	TOTAL	A
	UNITS	UNITS
MERCH / ACCT MKT		
BW PERFORM PLUS	179	179
LOR PERM DISP	169	169
TOTAL	348	348

51847 2931